



“Exports are the biggest reason for our dynamic growth, and Ex-Im Bank made those exports possible by giving us the security and support we need to expand into new foreign markets.”

Marsha Clark
President and CEO
Anitox Corp.

Anitox Corp. – winner of Ex-Im Bank’s Small Business Exporter of the Year award in 2005

– is a small business pioneer in the development and manufacture of anti-microbial products that has dramatically expanded its exports and nearly doubled its workforce with the help of Ex-Im Bank’s export credit insurance and working capital guarantees.

Since 2001 when Anitox began using Ex-Im Bank’s small business export credit insurance, the company has seen its export sales more than double from 40 percent of revenues to approximately 70 percent of revenues today. In the same time period, the company expanded its U.S. workforce to 46 employees.

Ex-Im Bank’s small business programs help Anitox to compete in international markets such as Mexico, Thailand, Malaysia, Brazil and Peru. Many of the company’s international buyers require longer terms, and the company’s business requires a fairly large capital investment every time a new customer is added. Ex-Im Bank’s small business programs help Anitox to finance foreign receivables and insure against buyer nonpayment. (See sidebar.)

Anitox began using Ex-Im Bank’s small business insurance policy in 2001 and has now graduated to the Bank’s standard multibuyer policy. Ex-Im Bank’s export

credit insurance protects against the risk of nonpayment by an international buyer for commercial or political reasons.

The company is also a user of Ex-Im Bank’s working capital guarantees through its lender, BB&T Corp. in Greensboro, N.C. Ex-Im Bank’s working capital guarantee enables commercial lenders to extend working capital loans to small businesses to finance foreign receivables and facilitate cash flow.

Anitox Corp. manufactures mold inhibitors and antimicrobial preservatives for animal feeds, feed ingredients and foodstuffs for human consumption. The company’s products are supported by a staff of technical service providers, engineers, laboratory technicians and customer service representatives through its U.S. facilities in Lawrenceville, Ga., and Russellville, Ark.

Photos courtesy of Anitox Corp.



Helping U.S. Small Businesses Meet Export Financing Challenges

Ex-Im Bank is committed to helping U.S. small businesses to grow through exporting. A small business needs funds to produce or buy goods or provide services for export and also needs to be protected against the risk of a foreign buyer defaulting on payment. Ex-Im Bank offers two main products to help small companies meet these challenges:

Working Capital Guarantees – Ex-Im Bank helps small businesses obtain working capital from commercial lenders by providing a guarantee of this financing, which encourages commercial lenders to extend these loans. More than 90 percent of Ex-Im Bank’s working capital guarantees are approved through a nationwide network of qualified commercial lenders that can authorize Ex-Im Bank’s working capital guarantee at the time the loan is processed.

Export Credit Insurance – To be competitive, a small business needs to be able to extend open-account repayment terms to its foreign buyers yet be protected against the risk of nonpayment. Ex-Im Bank provides export credit insurance that covers most of the risk of foreign buyer default, enabling U.S. small businesses to offer term financing to these buyers. Ex-Im Bank’s small business insurance policy covers 95 percent of the risk and features additional enhancements.

Left: At the Anitox Corp. plant in Lawrenceville, Ga., laboratory technician Lenka Guarino tests samples to evaluate conditions for use of the company’s products.

Above: Plant manager Dean Clay packages material for export shipment at the company’s Lawrenceville plant.